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POSTAL REGULATORY
COMMISSION
OFFICE OF THE SECRETARY

February 28, 2018

Commissioner Robert Taub, Chairman
Commissioner Tony Hammond, Vice Chairman
Commissioner Nanci Langley
Commissioner Mark Acton
Postal Regulatory Commission
901 New York Avenue, NW, Suite 200
Washington, DC 20268

RE: Docket No. RM2017-3

Dear Commissioners:

We join the Alliance of Nonprofit Mailers in urging you to reconsider your proposal to increase postage rates several times the rate of inflation. Increases that are estimated to reach 7 percent per year, or 40 percent compounded for five years, will not reform the United States Postal Service and will have a gravely negative impact on both the USPS and its customers.

We are a direct mail production management company which has served nonprofit organizations and their fundraising agencies for over 20 years. Our clients rely on the mail for the vast majority of their fundraising, but they operate on a limited, fixed fundraising budget each year.

If postage costs increase as much as you contemplate, our clients will be forced to greatly reduce their mailing volumes, which will have a disastrous impact on their revenue and their missions.

Our clients include some of the nation's leading nonprofits in the environmental, social services and humanitarian sectors – making a huge difference in the world – helping vulnerable people in dire circumstances, saving lives in conflict and disaster zones, and protecting endangered animals and their habitats, among other worthy missions.



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These organizations rely heavily on the revenue streams from their direct mail programs – in many cases it is the primary fundraising source to support the tremendous work they do. An irresponsible increase in postage, totaling 40 percent over the next five years, will have a catastrophic impact on our clients' work: fewer vulnerable people helped, fewer lives saved, and missed opportunities to protect our planet and wildlife.

Please do the right thing and reconsider your proposal. Thank you.

Sincerely,

A handwritten signature in dark ink, appearing to read "Chip Heartfield". The signature is fluid and cursive, with the first name "Chip" being more legible than the last name "Heartfield".

Chip Heartfield
Chief Operating Officer
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